BEFORE THE Federal Communications Commission WASHINGTON, D.C.

In the matter of:		
)	
Joint Application by BellSouth Corporation,)	
Inc., BellSouth Telecommunications, Inc., and)	CC Docket No. 01-277
BellSouth Long Distance, Inc. for Provision of)	
In-Region InterLATA Services)	
in Georgia and Louisiana)	

EXHIBIT A

Testimony of David E. Stahly on Behalf of Sprint Communications Company, L.P., Before the North Carolina Utilities Commission, September 10, 2001

BEFORE THE

NORTH CAROLINA UTILITIES COMMISSION

In the matter of	
Application of BellSouth Telecommunications, Inc. To Provide In-Region InterLATA Services Pursuant to Section 271 of the Telecommunications Act of 1996) Docket No. f-55, Sub 1022

TESTIMONY OF DAVID E. STAHLY ON BEHALF OF SPRINT COMMUNICATIONS COMPANY L.P.

September 10, 2001

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2	Q.	Please state your full name, position, and business address.
3	A.	My name is David E. Stahly. I am employed by Sprint Communications Company
4		L.P. ("Sprint") as a Manager of Local Market Entry - Qwest Region. My business
5		address is 730 1 College Blvd., Overland Park, KS 662 12.
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7	Q.	Please describe your educational background, work experience and present
8		responsibilities.
9	A.	I received a Master of Arts degree in Public Policy from the University of Chicago in
10		1987 and Bachelor of Arts degree in economics from Brigham Young University in
11		1985.
12		
13		My current responsibilities center on negotiating and implementing Sprint's
14		interconnection agreement with Qwest throughout its 14-state region. In my previous
15		assignment, I was a manager of Regulatory Policy and developed Sprint's policy
16		focusing on issues supporting Sprint's CLEC entry into local markets as well as
17		RBOC entry into interLATA markets, universal service, access charges, and TELRIC
18		costing of unbundled network elements. I have filed testimony and/or testified before
19		regulatory commissions in 26 states in 60 proceedings.
20		
21		I began working for Sprint's Long Distance Division in 1994 as a Manager of
22		Regulatory Access Planning. In that position, I represented Sprint before state and
23		federal regulatory commissions regarding the costing and pricing of switched and

special access and negotiated access pricing and rate structures with the Local Exchange Carriers ("LECs"). I joined Sprint in 1990 and was employed by Sprint - Corporation's local telephone affiliate, Sprint-United North Central until 1994. In that capacity, I was responsible for costing and pricing switched and special access services as well as Sprint's local products. Prior to joining Sprint, I worked for the Illinois Commerce Commission as an Executive Assistant to the Commissioners from 1986 to 1990 providing financial and economic analyses of cost studies and other issues for telecommunications, gas and electric utilities.

Q: Please provide a brief description and summary of your testimony.

A: My testimony discusses the tenuous hold that Competitive Local Providers("CLPs") have on the local market and raises concerns that allowing BellSouth

Telecommunications, Inc. ("BellSouth") into the long distance market at this time will further diminish the CLPs' collective ability to develop a truly competitive local market. Within the past year, an alarming number of CLPs, including several that were the former industry leaders, have declared bankruptcy. That, coupled with local market entry plans that are continually being scaled back by the largest of potential competitors, indicates that local competition is not thriving as alleged by BellSouth, but is indeed anemic. Allowing 3ellSouth into the long distance market at this time may be the final nail in the coffin for local competition in North Carolina.

Q. What standard does the 1996 Telecommunications Act ("Act") set in regards to allowing the RBOC into long distance?

1	Α.	Section 2/1(d)(3)(C) of the Act states that the RBOC's request for 2/1 interLATA
2		authority must be "consistent with the public interest, convenience, and necessity." I
3		am concerned that due to the number of CLPs failing in their bids to enter the local
4		market, it is not in the public interest to allow BellSouth to enter the long distance
5		market at this time. Such weakness in the local market is indicative that BellSouth
6		may not have truly opened its network to CLPs.
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8	Q.	What factors has the Federal Communications Commission ("FCC") considered
9		when determining whether it was in the public interest to allow an RBOC into
10		long distance under Section 271?
11	Α.	When reviewing Southwestern Bell Corporation's ("SEE') bid to enter the Texas long
12		distance market, the FCC wanted to determine if there were unusual circumstances
13		that might cause SBC's entry into long distance to be contrary to the public interest.
14		The FCC also wanted to ensure that local competition would remain viable after the
15		SBC had been allowed to enter the long distance market. In the Texas 271 Order, the
16		FCC stated:
17 18 19 20 21 22		, we may review the local and long distance markets to ensure that there are no unusual circumstances that would make entry contrary to the public interest under the particular circumstances of this application. Another factor that could be relevant to our analysis is whether we have sufficient assurance that markets will remain open after grant of the application.'
24	Q.	What did the FCC find when it reviewed the Texas Section 271 applications?

¹ See In the Matter of Application by BellSouth Communications, Inc., Southwestern Bell Telephone Company, and Southwestern Bell Communications Service, Inc. d/b/a Southwestern Bell Long Distance Pursuant to Section 271 of the Telecommunications Act of 1996 To Provide In-Region, InterLATA Services In Texas. FCC CC Docket No. 60-94; para.205-206.

1 A. At that time, the FCC determined that there were no unusual circumstances that might 2 cause SBC's entry into long distance to be contrary to the public interest. The FCC 3 . also believed that local competition would remain viable after SBC entered the long 4 distance market. 5 6 Q. Are circumstances the same today as they were over one year ago when SBC 7 sought to enter the long' distance market in Texas? 8 A. No, circumstances have changed dramatically for the worse. While the financial 9 markets have gone through a bear market, the telecommunications industry has gone 10 through a much more severe downturn. Many CLPs, including several that were in 11 the vanguard of the CLP industry, have declared bankruptcy or are in the process of 12 declaring bankruptcy. 13 14 What has been the impact of this unusual circumstance on the CLP industry? Q. 15 A. The impact has been that a large number of CLPs have been driven out of business. 16 Additionally, it has severely impaired the ability of the CLPs that are still struggling to 17 stay in business to raise much needed capital. The capital markets have virtually dried 18 up for CLPs. It appears that after five years of watching CLPs flounder against the 19 entrenched incumbent RBOCs, investors have determined that CLPs can not 20 successfully compete against the RBOCs for local customers. Hence, investors are not willing to make equity investments in CLPs.

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Without new capital, CLPs have been unable to fund their expansion into local
markets or to even continue on-going operations. This, combined with the expense
and difficulty of building a local network and a customer base to generate revenue and
much needed cash, has caused a slew of CLPs to file for bankruptcy in the past few
months. What is particularly disturbing about the list of CLPs that have filed for
bankruptcy is that just over one year ago (at the time of the FCC's approval of SBC's
Texas 271 application) many of these CLPs were considered to be the powerhouses
that were the most likely to succeed in competing in the local markets.
The following list of 33 bankruptcies filed in the past 10 months reads like a who's
who of the CLP world. ² The list includes such former heavy weights as Covad,
Rhythms, Northpoint, PSINet, Teligent, Winstar, ICG, GST, Viatel, and Convergent.
The list on the following page identifies the CLP and provides the date the CLP filed
for bankruptcy: ³

² 'Telecommunications Companies in Bankruptcy" Miller & Van Eaton; Law firm of Miller & Van Eaton. http://millervaneaton.com/hot_april3_c.htm

³ Stahly Exhibit DES-I lists the 33 CLPs that have filed for bankruptcy within the past ten months as well as the major metropolitan areas they served.

List of CLPs Filing For Bankruptcy

<u>COMPANY</u>	<u>DATE</u> FILED	BANKRUPTCY COURT
Covad Communications	08/15/01	Delaware
Rhythms NetConnections	08/02/01	So. District of New York
AxisTel Communications	07/30/01	Delaware
Metricom	07/02/01	No. District of North Carolina (San Jose)
(Ricochet Wireless)		,
360Networks USA	06/29/01	So. District of New York
PSINet	06/01/01	So. District of New York
Teligent, Inc.	05/21/01	So. District of New York
Viatel, Inc.	05/02/01	Delaware
AtLink Networks	04/25/01	Delaware
Convergent Communications	04/19/01	District of Colorado
WinStar Communications	04/18/01	Delaware
Actel Integrated	04/11/01	Eastern District of Louisiana
Communications, Inc.		
REAnet	04/02/01	District of Colorado (Denver)
Pathnet Telecommunications	04/02/01	Delaware
ConnectSouth	Ceased	03/24/01
Communications	Operations	
Tess Communications	03/23/01	District of Colorado (Denver)
e-spire Communications	03/22/01	Delaware
Omniplex Communications Group	02/28/01	Eastern District of Missouri (St. Louis)
Vitts Networks, Inc.	02/07/01	Delaware
Vectris, Inc.	01/18/01	Western District of Texas (Austin)
NorthPoint Communications	01/16/01	Northern District of North Carolina
Digital Broadband	12/29/00	Delaware
Picus Communications	12/19/00	Belavide
Quentra Networks, Inc.	12/15/00	Central District of North Carolina
Flashcom, Inc.	12/08/00	Central District of North Carolina (Santa Ana)
Fastpoint Communications	12/05/00	Central District of North Carolina (Los Angeles)
Zyan Communications, Inc.	12/04/00	Central District of North Carolina
ICG Communications, Inc.	11/14/00	Delaware
NETtel Communications	10/16/00	District of Columbia
American Metrocomm Corporation	8/18/00	Delaware
GST Telecommunications	5/17/00	Delaware
Jato Communications	12/29/00	Ceased Operations
OpTel, Inc.	10/29/99	Delaware
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1 Q. What has been the impact of the telecommunications downturn on Sprint,

2 AT&T, and WorldCom?

Each of these companies has experienced a significant decline in market capitalization and stock price over the past year. Since their highs of last year, these companies have fallen to a fraction of their values in just a little over a year. Sprint and AT&T both lost two-thirds of their market capitalization since last year while WorldCom lost three-quarters of its market capitalization. The substantial decline of these industry stalwarts is strongly indicative of investors' belief that it will be extremely difficult for even these very large companies to successfully crack the RBOCs' stranglehold over the local market. Investors are selling shares of these companies because they believe that even these telecommunications leaders cannot break into the RBOCs' local markets.

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Q. What has been the impact of the telecommunications downturn on the CLPs that are still in operation?

A. A handful of CLPs continue to struggle on, but for those with stock prices below \$2.00 and falling, bankruptcy seems inevitable. ITC DeltaCom's stock price has fallen from a high of \$43 to \$1.51. Its market capitalization plummeted 97% in just over one year. XO Communication's stock price fell from a high of \$66 to \$1.73 causing a 97% decrease in its market capitalization. US LEC's stock price likewise fell from a high of \$47 to a low of \$2.16 leading to an astonishing 95% decrease in market capitalization. Other CLPs such as Talk-corn and Adelphia Business Solutions have likewise seen enormous declines in their stock prices and market capitalization.

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the other RBOCs?

Q. What has been the impact of the telecommunications downturn on BellSouth and

4 BellSouth, Verizon, and Southwestern Bell have weathered the downturn in the A. markets and in the telecommunications industry virtually unscathed. Over the past 5 twelve months, BellSouth has far outperformed the S&P 500. While the S&P 500 6 declined 23%, BellSouth actually climbed 5% (Verizon climbed 27% and 7 Southwestern Bell climbed 10%). Over that same time period, the market 8 capitalization of Sprint, AT&T, WorldCom, and others has declined much more than 9 the general market. The following table summarizes the financial health of the various 10 telecommunications industry companies.4 11

Company	% Price Change in Stock Price
-	Over the
	Last 12 Months
S&P 500	-23%
BellSouth	+5%
Verizon	+25%
SBC	+10%
Sprint	I -30%
AT&T	I 40%
WorldCom	-60%
ITC DeltaCom	-90%
US LEC Corp.	-65%
Adelphia Business Soiutions	-90%
Talk America	-95%
XO Communications	-95%

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13 Q. What is **the** significance of the bankruptcies of many CLPs and of the significant stock price declines of **other** CLPs?

The CLP bankruptcies are resounding evidence that many CLPs could not successfully compete against the RBOCs in the local market. The dramatic stock price declines of other CLPs suggests that the financial community believes that under the current circumstances the remaining CLPs cannot successfully compete against the RBOCs in the local markets either. While CLPs face a number of challenges in entering the local market, one of the greatest challenges is that CLPs must rely on BellSouth, their major competitor, to provide critical network facilities, operational support systems, and services. If BellSouth fails to provide these services to the CLPs at parity with which it provides those same services to itself, then the CLPs are disadvantaged, even to the point of failure.

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A.

Q. How does this relate to the BellSouth's present 271 application before the North

Carolina Utilities Commission?

The difficulty that CLPs have had competing against BellSouth and other RBOCs (as reflected in their bankruptcies and plummeting share prices) suggests that the RBOCs have not fully opened their local markets to competition. If local competition is to become irreversibly established, then the Commission must thoroughly scrutinize BellSouth's efforts to open its network to competitors and to provide access to its network to CLPs at the same level it provides to itself. North Carolina is one of the largest markets in the BellSouth region. As such, the Commission has an opportunity to set the standard for other states to follow by ensuring that BellSouth fully opens its network to local competitors.

⁴ In **Stahly** Exhibit DES-Z, I have provided printouts of stock charts from **BigCharts.com** that compare each of the individual telecommunications companies above to the **S&P500**. The charts show daily

Α.

Q. Do agree with BellSouth witness Mr. Wakeling's assertion that local competition is economically viable and irreversible in North Carolina"?

No. Although Mr. Wakeling provides the number of CLPs certified to operate in North Carolina, the number of interconnection agreements BellSouth has signed, and even provides estimates as to the number of customers served by CLPs, such information, by itself, does not prove that local competition is thriving. Mr. Wakeling does not address the growing number of CLPs that are filing for bankruptcy and/or are withdrawing from the North Carolina local market. Ultimately, bankrupt CLPs don't provide service to local customers. Mr. Wakeling's snapshot of the number of CLP customers in January 2001, may well have been the zenith of CLP success. Over the past year, Covad, Rhythms, PSINet, Teligent Viatel, WinStar, NorthPoint, Flashcom, Zyan, and ICG (all CLPs that provided competitive local service in North Carolina) have filed for bankruptcy. I don't believe Mr. Wakeling would have much success convincing the former customers of these CLPs that competition is thriving in the local market.

I do not disagree that BellSouth has met the requirement of Section 271 (c)(l)(A) for providing service to a facilities-based competitor. Congress did not require CLPs to capture a certain percentage of the local market for an RBOC to meet the requirements of Section 271 (c)(l)(A). Rather, this requirement can be met by just one CLP with one interconnection agreement and providing service to one business customer and one residential customer using the UNE-P platform. However, Mr. Wakeling's

estimate of the number of customers CLPs could potentially serve given their switch locations or collocations or other network facilities is not very useful in determining

3 the robustness of local competition. A better indicator is to look at the CLPs that are

4 entering and exiting the local market. As I mentioned above, the list of CLPs filing

for bankruptcy in just the past ten months reads like a who's who among CLPs.

A.

Q. What is the economic viability of the CLPs compared to that of BellSouth?

The economic viability of the majority of CLPs compared to BellSouth is very weak. Market capitalization and earnings growth are useful measures for determining a company's financial health. BellSouth's market capitalization of \$75 billion overpowers the CLP industry. Although AT&T comes closest with a market cap of \$68 billion, WorldCom and Sprint have market caps of half or less that of BellSouth's of only \$39 billion and \$20 billion, respectively. The market caps for the rest of the CLP industry is measured in millions, not billions, showing that the vast majority of CLPs lack the financial wherewithal to endure losses for any sustained period of time. Not surprisingly, many CLPs have filed for bankruptcy and the stock prices of other CLPs that are still hanging on are in the penny stock range.

As measured by earnings growth, the picture is not any brighter. All of the CLPs including AT&T, WorldCom, and Sprint have lost significant amounts of money pursuing competitive local market entry. Sprint has spent over \$1.5 billion on its ION network collocating in hundreds of central offices throughout the U.S. with minimal revenue to show for its effort-AT&T spent \$100 billion acquiring cable properties in

hopes of using the cable facilities to provide local telephony only to turn around a few years later and entertain offers to sell the properties for less than half of what it paid. The strategy for many CLPs has been to cut losses by withdrawing from local markets with no hopeful plans of how to break the RBOCs' stranglehold over the last mile loop to the local customer. Q. Why isn't Mr. Wakeling's data about the number of CLP switches and collocations and the potential reach of those facilities a good measure of the robustness of local competition? A. These measures merely indicate the theoretical reach of CLPs, but bear little relation to the percentage of North Carolina customers these CLPs are actually serving and little relation to the actual number of customers served by the CLPs. Regardless of how many customers CLPs can theoretically reach, CLPs typically choose to first concentrate on serving smaller calling areas with high population density. The stark reality for the vast majority of North Carolina's residential and small business consumers is that they still have only one choice for local telephone service -BellSouth. Do You agree with Ms. Cox's assertion on page 15 of her testimony that Q. BellSouth's entry into long distance at this time will encourage long term sustainable local competition? Α. No. If BellSouth is allowed to enter the long distance market at this time it will gain even more market power and ability to squeeze CLPs out of the market. Ms. Cox cites New York and Texas as examples of how RBOC entry into long distance has served

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as a catalyst for CLPs to more aggressively enter the local market. However, Ms. Cox does not provide any substantive evidence as to the quality of that competition nor the sustainability of that competition. It is true that Sprint, AT&T, WorldCom and others began to more aggressively market bundled services of local and long distance calling packages to their existing long distance customers as a defensive response to NYNEX's entry into long distance. However, one year later, such marketing efforts are being drastically cutback back by all three and the carriers are withdrawing from the resale market.

In New York, Sprint bundled resold local service with its long distance service in an effort to retain profitable long distance customer accounts. Sprint had hoped to subsidize the losses caused by providing resold local service with the profits from providing long distance service until such time as Sprint could profitably offer local service on a UNE basis. Sprint recognized that it would be better to suffer a short-term loss to retain an existing long distance customer than to lose that customer and try to win them back later. However, Sprint continued to encounter many difficulties in dealing with Verizon (despite Verizon having passed the section 271 competitive checklist) that prevented it from successfully ramping up its UNE-based local phone service. Since that time, Sprint has decided to cut its losses by discontinuing marketing its resold local residential service. Sprint chose to risk losing its profitable long distance customers rather than continuing to suffer substantial loses from offering resold local service. I do not believe this is the version of local competition that any commission has envisioned for its state.

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2 Q. Which carriers have chosen not to enter or have withdrawn from North 3 Carolina's local resale market? 4 A. Sprint is not alone in its decision not to enter the North Carolina local market. The 5 fact that WorldCom and AT&T have also discontinued reselling local service 6 throughout the United States is a strong indication that local competition is not 7 working. However, the most compelling evidence that competitive local market entry 8 is extremely difficult is reflected by the absence of any RBOC seeking to enter the 9 local markets as CLPs, Clearly, when Congress passed the Telecommunications Act 10 more than five years ago, many in Congress and the industry envisioned the seven 11 RBOCs, the three largest interexchange carriers ("IXCs"), and some of the major cable 12 companies vigorously entering and competing in each others' territory. Instead, the 13 RBOC response for the past five years has been to avoid entering the CLP market and 14 to point fingers at the IXCs for not being more successful in their local market 15 attempts. When Ameritech finally ventured into St. Louis, SBC's response was to buy 16 its competitor and eliminate the competition. Thus, today, rather than enjoying the 17 benefits of seven RBOCs and GTE vigorously competing in each other's local 18 markets, we are left with only four even larger RBOCs that appear intent on recreating 19 the Ma Bell of yesteryear that the Department of Justice fought so hard to break up. 20

The trepidation of these industry leaders is a clear sign that local resale competition

simply is not profitable and will not work. While some CLPs may still offer resale

1 today, I believe it will only be a matter of time before they, too, discontinue their local 2 resale operations. 3 4 How strong is BellSouth's market power compared to that of the CLPs? Q. 5 A. There really is no comparison because the RBOCs' market power crushes the market 6 power of the IXCs and CLPs. In just 88 days, Verizon captured a long distance 7 market share equal to Sprint's in New York. Conversely, it took Sprint over a decade 8 and a half to acquire its market share. It took SBC only 60 days to capture a long 9 distance market share in Texas that was equal to Sprint's. One year later, both of 10 these RBOCs have market shares that are twice the size of Sprint's. 11 12 Q. Is the RBOCs' rapid capture of such a large market share due to a superior 13 product offering? 14 A. No, the RBOCs offer their customers the same calling plans that Sprint, AT&T, and WorldCom offer. Quite simply, local phone customers are inclined to select their 15 16 local phone company for long distance service. 17 Conversely, Sprint, AT&T, and WorldCom have tried to crack the local markets in 18 New York and Texas by offering local calling plans that were superior to the RBOCs 19 even though it meant losing money with each new local customer. Despite their 20 efforts, they could not gain local customers with nearly the speed or ease that the 21 RBOC gained long distance customers. If local markets were truly open in New York

and Texas, and if they were profitable, then one would reasonably expect BellSouth to have started CLP operations and entered those markets. That fact that BellSouth stayed home and didn't enter any CLP markets says that competitive local market entry is extremely difficult. Because of this difficulty, I am strongly opposed to prematurely granting 271 approval when the evidence shows that the carrier with the local subscriber is more likely to gain and retain long distance subscribers than vice versa.

Α.

Q. Please summarize your testimony.

The local market in North Carolina is not robustly competitive. Many major CLPs have filed bankruptcy and exited the market or reduced operations while others have simply exited the market to cut their losses. Others, such as the RBOCs, simply refuse to enter. While there are a number of factors that play into a CLP's ability to succeed in the local market, one of the largest factors is whether the incumbent LEC has truly opened its network, operational support systems, and services to CLPs. For local competition to succeed, the Commission must be absolutely certain that BellSouth is providing those services at the same speed and prices that it provides to itself Given the great difficulty CLPs have faced in trying to establish a foothold in BellSouth's territory and given the extremely weak financial position of many of the CLPs, it is imperative that the Commission be completely satisfied that BellSouth has done everything it is required to do to open its local markets to competition. I do not believe that BellSouth has fully opened its local network to competition. I do believe that if BellSouth is allowed into the long distance market at this time, it will lose any

remaining incentive to cooperate with CLPs and that local competition will be severely damaged.

Q. Does this conclude your testimony?

A. Yes.

DAVID E. STAHLY EXHIBIT DES- 1

TELECOMMUNICATIONS COMPANIES IN BANKRUPTCY

Following is a list of some of the telecommunications and broadband companies that have recently filed bankruptcy petitions. Miller & Van Eaton has obtained this information through its review of various news sources on the Web. The list is provided as a convenience to our clients and visitors to our Web site but it is not meant to be an exhaustive list of bankruptcy cases involving companies that provide telecommunications or broadband services. The filing or dismissal of a bankruptcy may not be picked up by the news sources we use to compile this list. The possibility of omissions is even greater for smaller companies. In order to protect their interests, local communities that might be affected by bankruptcy cases involving providers in their area-should closely monitor local news sources as well as other news or legal sources that track bankruptcy filings. Local governments should also review the internal handling of bankruptcy notices received by mail to ensure that such notices are routed to municipal offices who can review and respond to such notices within the time allowed.

COMPANY	DATE FILED	BANKRUPTCY COURT	AREAS SERVED BY COMPANY
Covad communications	08/15/01	Delaware	Albuquerque, NM; Atlanta, GA; Austin, TX; Baltimore, MD; Birmingham, AL; Boston, MA; Charlotte, NC; Chicago, IL; Cleveland, OH; Columbus, OH; Dallas, TX; Dayton, OH; Denver, CO; Detroit, MI; Grand Rapids, MI; Greensboro, NC; Hartford, CT; Houston, TX; Indianapolis, IN; Jacksonville, FL; Kansas City, MO; Las Vegas, NV; Los Angeles, CA; Louisville, KY; Memphis, TN; Miami, FL; Milwaukee, WI; Minneapolis, MN; Nashville, TN; New Orleans, LA; New York, NY; Norfolk, VA; Orlando, FL; Philadelphia, PA; Phoenix, AZ; Pittsburgh, PA; Portland, OR; Raleigh, NC; Richmond, VA; Sacramento, CA; Salt Lake City, UT; San Antonio, TX; San Diego, CA; Santa Barbara, CA; Seattle, WA; St- Louis, MO; Tampa, FL; Tucson, AZ; Washington, DC
Rhythms NetConnections, Inc.	08/02/01	So. District of New York	Seattle, WA; Portland, OR; Los Angeles, CA; Oakland, CA; Orange County, CA; Sacramento, CA; San Diego, CA; San Francisco, CA; San Jose, CA; Phoenix, AZ; Salt Lake City, UT; Denver, CO; Austin, TX; Dallas, TX; Fort Worth., TX; Houston, TX; San Antonio, TX; Minneapolis, MN; Miami, FL; Raleigh, NC; Durham, NC; Cleveland, OH; Columbus, OH; Indianapolis, IN; Chicago, IL; Milwaukee, WI; Detroit, MI;

			Philadelphia, PA; New York, NY; Newark, NJ; Southern Connecticut; Boston, MA; Washington, DC
AxisTel Communications	07/30/01	Delaware	Cleveland, OH; Columbus, OH; Detroit, MI; Boston, MA; New York, NY; Jersey City, NJ; Philadelphia, PA; Washing-ton, DC; Milwaukee, WI; Minneapolis, MN; Chicago, IL; Kansas City, MO; Denver, CO; Atlanta, GA; Oklahoma City; OK; Fort Worth, TX; Dallas, TX; Miami, FL; Midland, TX; Lubbock, TX; El Paso, TX; San Antonio, TX; Austin, TX; Houston, TX; Las Vegas, NV; Seattle, WA; San Francisco, CA; Los Angeles, CA
Metricom (Ricochet Wireless)	07/02/01	No. District of California (San Jose)	Atlanta, GA; Baltimore, MD; Dallas, TX; Denver, CO; Detroit, MI; Houston., TX; Los Angeles, CA; Minneapolis, MN; St Paul, MN; New York, NY; Philadelphia, PA; Phoenix, AZ; San Diego, CA; San Francisco, CA; Washington, DC; Seattle, WA
360Networks USA	06/29/01	So. District of New York	Seattle, WA; Portland, OR; Eugene, OR; Los Angeles, CA; Bakersfield, CA; Salt Lake City; UT; Denver, CO; Omaha, NB; Kansas City, MO; Amarillo, TX; Lubbock, TX; Dallas, TX; Austin, TX; Houston, TX; San Antonio, TX; Thunder Bay, WI; Minneapolis, MN; Chicago, IL; Des Moines, IA; St. Louis, MO; Memphis, TN; Jackson, MS; Tampa, FL; Naples, FL; Miami, FL; Orlando, FL; Atlanta, GA; Washington, DC; Detroit, MI; Buffalo, NY; New York, NY; Boston, MA; Philadelphia, PA
PSINet	06/01/01	So. District of New York	Medford, OR; Chico, CA; Sacramento, CA; Stockton; CA; Orinda, CA; Concord, CA; San Ramon, CA; Modesto, CA; Santa Clara, CA; Fresno, CA; Berkeley, CA; San Francisco, CA; San Jose, CA; Bakersfield, CA; San Louis Obispo, CA; Burbank, CA; Van Nuys, CA; Malibu, CA; Torrance, CA; Los Angeles, CA; Pasadena, CA; San Bernardino, CA; Santa Ana, CA; Irvine, CA; Mission Viejo, CA; San Diego, CA; Las Vegas, NV; Phoenix, CA; Tucson, AZ; Salt Lake

City, UT; Ogden, UT; Provo, UT; Billings, MT; Boulder, CO; Denver, CO: Broomfield, CO; Lakefield, CO; Colorado Springs, CO; Golden, CO; Albuquerque, NM; El Paso, TX; Omaha, NB; Lincoln, NB: Topeka, KS; Hutcherson, KS; Wichita, KS; Kansas City, MO; St Louis, MO; Tulsa, OK; Oklahoma City, OK; Amarillo, TX; Lubbock, TX; Fort Worth, TX; Abilene, TX; Dallas, TX; San Angelo, TX; Austin, TX; Houston, TX; San Antonio, TX; Shreveport, LA; Lafayette, LA; Baton Rouge; LA; Minneapolis, MN; Milwaukee, WI; Green Bay, WI; Chicago, IL; Indianapolis, IN; Atlanta, GA; Toledo, OH; Cleveland, OH; Buffalo, NY; New York, NY; Albany, NY; Charlotte, NC; Raleigh, NC; Orlando, FL; Miami, FL; Miami; FL; Palm Beach, FL; Washington, DC; Boston, MA; Philadelphia, PA

Teligent, Inc. 05/21/01 S

So. District of New York

Phoenix, AZ; Los Angeles, CA; Orange County, CA; Sacramento, CA; San Diego, CA; San Francisco, CA; Oakland, CA; San Diego, CA; San Jose, CA; Denver, CO; Hartford, CT; New Haven, CT; Springfield, CT: Fort Lauderdale, FL; West Palm Beach, FL; Jacksonville, FL; Miami, FL; Orlando, FL; Tampa, FL; Atlanta, GA; Chicago, IL; Indianapolis, IN; Kansas City, KS; New Orleans, LA; Baltimore, MD; Boston, MA; Detroit, MI; Minneapolis, MN; St. Paul, MN; St. Louis, MO; Hackensack, NJ; New York, NY; White Plains, NY; Charlotte, NC; Raleigh, NC; Cincinnati,. OH; Cleveland, OH; Columbus, OH; Portland, OR; Philadelphia, PA; Pittsburgh, PA; Nashville, TN; Austin, TX; Dallas, TX; Houston, TX; San Antonio, TX; Alexandria, VA; Richmond, VA; Vienna, VA; Seattle, WA; Washington, DC; Milwaukee, WI

Viatel, Inc. 05/02/01 Delaware

Seattle, WA; Spokane, WA; Portland, OR; Boise, ID; Sacramento, CA; Oakland, CA; San Francisco, CA; Los Angeles, CA; Phoenix, AZ; Minneapolis, MN; Omaha, NE; Topeka, KS; Oklahoma

		•	City, OK; Dallas, TX; Houston, TX; New Orleans, LA; Jackson, MS; Mobile, AL; Pensacola, FL; Gainesville, FL; Tampa, FL; Savannah, GA; Atlanta, GA; Nashville, TN; Chicago, IL; Washington, DC; Philadelphia, PA; Richmond, VA; New York, NY; Newark, NJ; Boston, MA; Charlotte, NC
AtLink Networks.	04/25/01	Delaware	Ohio; Indiana; Michigan; Minnesota; Wisconsin; Illinois
Convergent Communications	04/19/01	District of Colorado	San Francisco, CA; Los Angeles, CA; Salt Lake City, TJT; Denver, CO; Des Moines; IA; Minneapolis, MN; Chicago, IL; St. Louis, MO; Atlanta, GA; Dallas, TX; Miami, FL; Hartford, CT
WinStar . Communications	04/18/01	Delaware	Atlanta, GA; Boston, MA; Chicago, IL; Dallas, TX; Los Angeles, CA; San Diego, CA; San Francisco, CA; New York, NY; Washington, DC; Oregon; Washington; Idaho; Montana; Colorado; Utah; Arizona; Kansas; Oklahoma; Missouri; Wisconsin; Minnesota; Michigan; Illinois; Indiana; Pennsylvania; Ohio; North Carolina; Tennessee; Alabama; Georgia; Florida
Actel Integrated Communications, Inc.	04/11/01	Eastern District of Louisiana	Birmingham, AL; Huntsville, AL; Montgomery, AL; Mobile, AL; Pensacola, FL; Biloxi, MS; New Orleans, LA; Baton Rouge, LA
REAnet	04/02/01	District of Colorado (Denver)	Colorado, Utah, New Mexico
Pathnet Telecommunications	Ò4/02/0I	Delaware	Shreveport, LA; Omaha, NE; Des Moines, IA; Cedar Rapids, IA; Council Huffs, IA; Davenport, IA; Iowa City, IA; Chicago, IL; Joliet, IL; Kankakee, IL; Rockford, IL; Boise, ID; Akron, OH; Canton, OH; Ann Arbor, MI; Amarillo, TX; Beaumont, TX; Houston, TX; Bismarck, ND; Denver, CO; Boulder, CO; Grand Junction, CO; Longmont, CO
ConnectSouth communications	Ceased Operations	03/24/01	Texas, Tennessee, Oklahoma, Alabama, Louisiana, Mississippi

Tess Communications	03/23/01	District of Colorado (Denver)	Colorado, Arizona
e.spire Communications	03/22/01	Delaware	Albuquerque, NM; Amarillo, TX; Atlanta, GA; Austin, TX; Baltimore; MD; Baton Rouge, LA; Birmingham, AL; Charleston, SC; Chattanooga, TN; Colorado Springs, CO; Columbia, SC; Columbus, GA; Corpus Christi, TX; Dallas, TX; El Paso, TX; Forth Worth, TX; Fort Lauderdale/Miami, FL; Greenville, SC; Irving, TX; Jackson, MS; Jacksonville, FL; Kansas City, KS; Kansas City, MO; Las Vegas, NV; Lexington, KY; Little Rock, AR; Louisville, KY; Mobile, AL; Montgomery, AL; New Orleans, LA; New York, NY; Philadelphia, PA; San Antonio, TX; Shreveport, LA; Spartanburg, SC; Tampa, FL; Tucson, AZ; Tulsa, OK; Washington, DC; Northern Virginia
Omniplex Communications Group	02/28/01	Eastern District of Missouri (St. Louis)	St. Louis, MO; Kansas City, MO; Kansas City, KS; Rockford, IL; Springfield, IL; Dallas, TX; Houston, TX; Los Angeles, CA; San Francisco, CA; San Diego, CA; New York
Vitts Networks, Inc.	02/07/01	Delaware	New England
Vectris, Inc.	01/18/01	Western District of Texas (Austin)	Arkansas, Illinois, Indiana, Kansas, Michigan, Missouri, Ohio, Oklahoma, Texas, Wisconsin
NorthPoint Communications	01/16/01	Northern District of California (San Francisco)	Arizona, Connecticut, Michigan, North Carolina, Ohio, Utah
Digital Broadband	12/29/00	Delaware	Maryland, Virginia, Washington, DC
Picus Communications	12/19/00		Maryland, Virginia, Washington D.C.
Quentra Networks, Inc.	12/15/00	Central District of California	
Flashcom, Inc.	12/08/00	Central District of California (Santa Ana)	Charlotte, Cincinnati, Hartford, Salt Lake City

Fastpoint Communications	12/05/00	Central District of California (Los Angeles)	Atlanta, GA; Baltimore, MD; Boston, MA; Denver, CO; Detroit, MI; Los Angeles, CA; Miami, FL; New York, NY; Philadelphia, PA; Portland, OR; Sacramento, CA; San Francisco, CA; San Diego, CA; Seattle, WA, Chicago, IL; Washington, DC
Zyan Communications, Inc.	12/04/00	Central District of California (Los Angeles)	Charlotte, Cincinnati, Hartford, Salt Lake City
ICG communications, Inc.	11/14/00	Delaware	Akron, Cleveland, Columbus, Dayton, Fort Collins, Loveland, Longmont, Denver, Boulder, Colorado Springs; Charlotte, Rock Hill, Southern California
NETtel Communications, Inc.	10/16/00	District of Columbia	Atlanta, Boston, Chicago, Dallas, Detroit, Los Angeles, New York, Orlando, FL, Phoenix, San Diego, Syracuse, NY, Tampa, FL, Washington, DC
American Metrocomm corporation	8/18/00	Delaware	Louisiana, Mississippi
GST Telecommunications, Inc.	5/17/00	Delaware	Los Angeles, San Francisco, Fresno, Tucson, Phoenix, Albequerque, Boise, Spokane, Portland, Hawaii
Jato Communications	Ceased Operations 12/29/00		Denver, CO; Boulder, CO; Albuquerque, NM; Santa Fe, NM; Salt Lake City, UT
OpTel, Inc.	10/29/99	Delaware	Houston, Dallas-Fort Worth, Los Angeles, San Diego, San Francisco, Miami, Fort Lauderdale, Orlando, Tampa, 'Phoenix, Denver, Chicago, Atlanta, Indianapolis, Greater Washington, DC

DAVID E. STAHLY EXHIBIT DES-2







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01

Print Color Version

BLS BellSouth Corporation

8/22/2001 3:34 PM

st	Change:	Ореп:	Hight	Low:	Volume:
	₩-0.24	38,39	38.40	37.90	2,682,400
38.12	Percent Char		P/E Ratio:	52 Week Rang	je:
	-0.83%	1,99	18.33	35,50 to 50.62	28
BLS Dally -					8-21-01
SPE00	i itu				+402
					+302
<u>.</u>		1.01			+202
	444		it alabel the se	1 de 1	200
			A STATE OF THE STA	The same of	+107
Marie			4	 **	+07.
1	Mila	1			-102
	1 1	12		the !	
			MA	- Land	-20Z
	<u> </u>				
Volume				C BigChar	
				T	15
	 				10 8

Company Data

Company Name;	BellSouth Corporation		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NYSE		
Shares Outstanding:	1,875,285,000		
Market Cap:	71.5 Billion		
Short Interest:	7,015,357 (0.37%)		
52-Week EPS:	208		
52-Week High:	50.625 on Monday, November 13, 2000		
52-Week Low	35.50 on Tuesday, August 22, 2000 .		
P/E Ratio:	18.33		
Yleld:	1.99%		
Average Price:	40.01 (m-day) 41.39 (200-day)		
Average Volume:	2,638,000 (50-day) 2,955,600 (200-day)		

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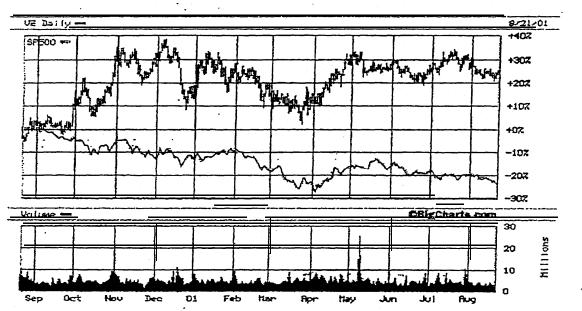
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Print Color Version

VZ	Ζ \	/erizon	Commur	vications
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8/22/2001 3:44 PM

ast	Change;	Open:	High:	Low:	Volume:
52.34	₩-0.96	53.20	53.30	52.00	001,383,2
32.34	Percent Change:	Yield:	P/E Rabo:	52 Week Range:	
	-130%	2.94	24.01	40.5625 to 59.375	



Company	Dab
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Company Name:	Verizon Communications		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NYSE		
Shares Outstanding:	2,709,370,661		
Market Cap:	141.8 Billion		
Short interest-	Exchange provides no short interest data.		
52-Week EPS:	218		
52-Week High:	59.375 on Thursday, December 07, 2000 .		
52-Week Low:	40.5625 on Wednesday, August 23, 2000		
P/E Ratio: 24.01			
Yield:	294%		
Average Price:	54.10 (50-day) 53.03 (200-day)		
Average Volume:	4,466,300 (50-day) 4,923,200 (200-day)		

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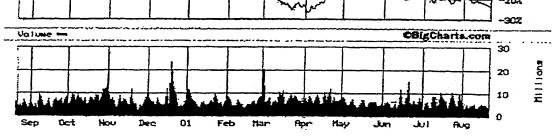
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CDC	2222	1
JDU	SBC Communications	NJC"

/22/2001	3:32	PM
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st	Change:	Open:	High:	Low:	Volume:
12,36	₺ -0.73	42.85	42.96	42.26	4,343,200
±∠.30	Percent Chan		P/E Ratio:	52 Week Ran	
	-1.59%	2.42	18.26	38.20 to 59.00)
SBC Daily -					8.21.01
SP500	4 +41.4			T	+50%
1		1		- 	+402
14.3	MA				+307
	1 1	17 4 4年			
14	1,7				+202
A CONTRACTOR OF THE PARTY OF TH		 	LE HORE LES	ton . Pa	+102
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Company Data

Company Name:	SBC Communications Inc.		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NYSE .		
Shares Outstanding:	3,361,916,000		
MarketCap:	142.4 Billion		
Short Interest:	Exchange provides no short interest data.		
52-Week EPS;	2.32		
52-Week High:	59.00 on Tuesday, October 31, 2000		
52-Week Low;	3820 on Tuesday, June 26,200-l		
P/E Ratio:	18.26		
Yleld:	2.42%		
Average Price:	42.14 (50-day) 45.65 (200-day)		
Average Volume:	6,041,800 (50-day) 6,459,400 (200-day)		

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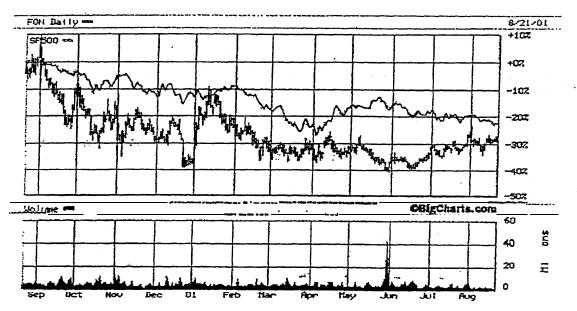
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Print Color Version

FON Sprint Corporation

8/22/2001 3:35 PM

Last:	Change:	Open:	High:	Low:	Volume:
22.39	₩ -0.52	22.81	22,95	22.31	1,501,800
22.39	Percent Change:	Yield:	P/E Ratio;	52 Week Ran	ige:
	-2.27%	2.23	15.23	19.06 to 34.2	3



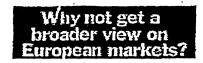
Company Data

Company Name:	Sprint Corporation	
Dow Jones Industry:	Fixed Line Communications	
Exchange:	NYSE	
Shares Outstanding:	886,600,007	
Market Cap:	19.9 Billion .	
Short Interest:	Exchange provides no short interest data.	
52-Week EPS:	1.47	
52-Week High:	3425 on Thursday, August 31, 2000	
52-Week tow:	19.06 on Thursday, May 31, 2001	
PIE Ratio:	15.23	
Yield:	2.23%	
Average Price:	21.82 (50-day) 22.57 (ZOO-day)	
Average Volume:	3,369,900 (50-day) 4,247,900 (200-day)	

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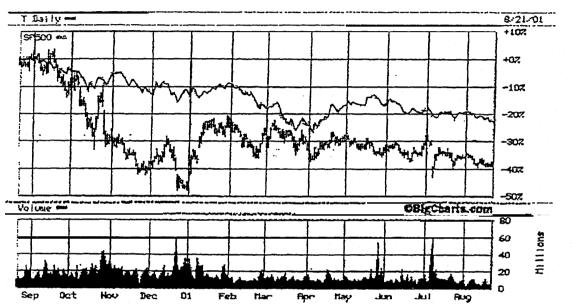
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T AT&T Corp. .

8/22/2001 3:38 PM

Lasc	Change:	Open:	regn:	LOW:	Volume:
19 29	₹ -0.07	19.39	19.44	19.21	5,740,300
19.29	Percent Change:	Yield:	P/E Ratio:	52 Week Ran	ge:
	-0.35%	0.78	n/a	18,50 to 32.8	75



Company Data

Company Name:	AT&T Corp.		
Dow Jones Industry:	Fixed line Communications		
Exchange:	UYSE		
Shares Outstanding:	3,532,981,000		
Market Cap: .	682 Billion		
Short interest:	61,753,920 (1.75%)		
52-Week EPS:	-0.12		
52-Week High:	32875 on Monday, September 18, 2000		
52-Week Low:	16.50 on Thursday, December 21, 2000		
P/E Ratio:	n/a		
Weld:	0.78%		
Average Price:	20.54 (50-day) 21.36 (200-day)		
Average Volume:	12,215,000 (N-day) 14,315,000 (200-day)		

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WCOM Worldcom Inc Ga New

8/22/2001 3:44.

	Change:	Open:	High:	Low.	Volume:
	₽-0.19	13.42	13.52	13.05	20,108,300
3.21	Percent Change:	Yield:	P/E Ratio:	52 Week Range!	
	1.42%	n/a	n/a	12,60 to 37,625	
CGN Daily		e - m			8/21/01
P500 ~	T = T			T	+107
Mr.					+02
The second	of reference	marken !			-102
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Company Data

Company Duca			
Company Name:	Name: Worldcom inc Ga New		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NASDAQ NM		
SharesOutstanding:	2,945,168,495		
Market Cap:	38.9 Billion		
Short Interest:	Exchange provides no short interest data,		
52-Week EPS:	-7.83		
52-Week High:	37.626 on Monday, August 28, 2000		
52-Week Low: 12.50 on Friday, June 29, 2001			
P/E Ratio:	n/a		
Yield: Na			
Average Price: 1429 (50-day) 17.02 (200-day)			
Average Volume: 26,117,000 (50-day) 36,592,400 (200-day)			

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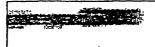
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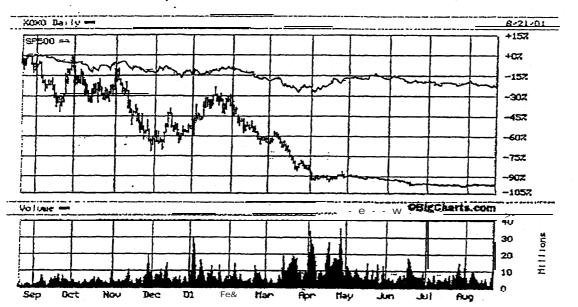
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PrintColor Version

XOXO Xo Communications inc

8/22/2001 3:43 PM

Last	Change;	Open:	High:	Low:	Volume:
1 61	Ø -0.15	1.74	1.74	1.56	3,689,900
1.01	Percent Change:	Yield:	P/E Ratio:	52 Week Range:	
	-8.52%	r/a	n/a	1.23 to 40.125	



Company Data

Company Name:	Xo Communications Inc		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NASDAQ NM		
Shares Outstanding:	324,380,000		
Market Cap:	522.3 Million		
Short Interest:	Exchange provides no short interest data.		
52-Week EPS:	-5.57		
52-Week High:	4x3.125 on Monday, August 21, 2000		
52-Week Law:	7.23 on Friday, July 27,200-l		
P/E Ratio: .	n/a		
Yield: n/a			
Average Price:	1.78 (50-day) 10.02(200-day)		
Average Volume:	6,738,700 (50-day) 8,345,800 (200-day)		

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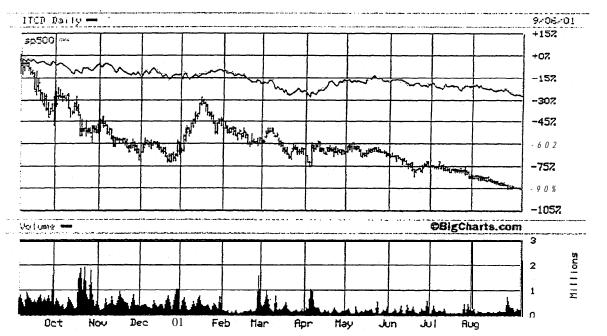
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ITCD Itc Deltacom Inc

9/6/2001 4:01 PM

Last: F. A.	Change:	Open:	High:	Low:	Volume:
1.51	☑ -0.10	1.60	1.75	1.50	232,400
	Percent Change:	Yield:	P/E Ratio:	52 Week Range: 1.50 to 16.0525	
	-6.21%	n/a	п/а	1.50 to 16.0625	



Company D	ata
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Company Name:	Itc Deltacom Inc			
Dow Jones Industry:	fixed line Communications			
Exchange:	NASDAQ NM			
Shares Outstanding:	62,365,000 <u> </u>			
Market Cap:	94.2 Million			
S hort Interest:	Exchange provides no short interest data.			
52-Week EPS:	-1.57			
52-Week High:	16.0625 on Wednesday, September 06, 2000			
52-Week Low:	1.50 on Tuesday, August 28, 2001			
P/E Ratio:	n/a			
Yield:	n/a			
Average Price:	2.98 (50-day) 5.45 (200day)			
Average Volume:	182,500 (50-day) 270,700 (200-day)			

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TALK Talk America Hldgs Inc

Nov

9/6/2001 4:02 PM

st:	Change:	Open:	High:	Low:	√ ∧okrue: I
0.42	☑-0.07	0.52	0.52	0.43	399,100
0.43	Percent Change:	Yield:	P/E Ratio:	52 Week Range	
	-14.00%	n/a	n/a	0.49 to 7.875	
TALK Daily		udentigen uderständerbrident bedt =		H 40 Hally statement resolvences	9.06.01
sp500 ==			T		+15%
					+02
	my man	man _			-15%
Ph		1 1		mark	-30%
THILL.					
Mark.					-45%
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Company Data			
Company Name: Talk America Hldgs Inc			
Dow Jones Industry:	Fixed Line Communications		
Exchange: NASDAQ NM			
Shares Outstanding:	78,374,000		
Market Cap:	33.7 Million a		
Short Interest:	Exchange provides no short interest data.		
52-Week EPS:	-1.53		
52-Week High:	7.875 on Tuesday, September 05, 2000 A - ^		
52-Week Low:	0.49 on Wednesday, September 05, 2001		
WE Ratio:	n/a		
Yield:	n/a		
Average Price:	0.7371 (50-day) 1.45 (200-day)		
Average Volume:	512,800 (50-day) 518,800 (ZOO-day)		

Apr

May

Jun

Jul

Mar

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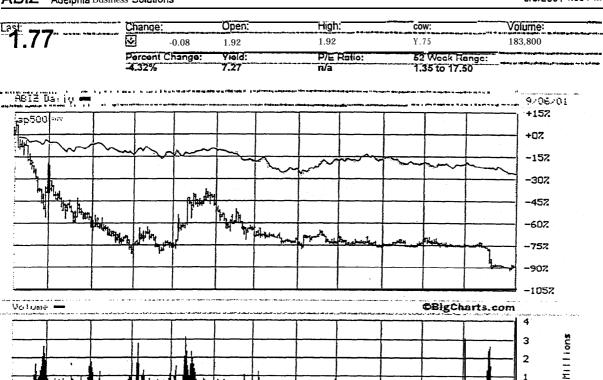
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ABIZ Adelphia Business Solutions

9/6/2001 4:03 PM



	Com	pany	Data
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Company Name:	Adelphia Business Solutions
Dow Jones Industry:	-Fixed Line Communications
Exchange:	NASDAQ NM
Shares Outstanding:	47,767,001
Market Cap:	84.5 Million
Short Interest:	Exchange provides no short interest data.
52-Week EPS:	-4.77
52-Week High:	17.50 on Thursday, September 07, 2000
52-Week Low:	1.35 on Tuesday, September 04, 2001
P/E Ratio:	n/a
Yield:	7.27%
Average Price:	3.57 (50-day) 4.81 (200-day)
Average Volume:	267,600 (50day) 409,500 (200-day)

May

Jun

Jul

Aug

Apr

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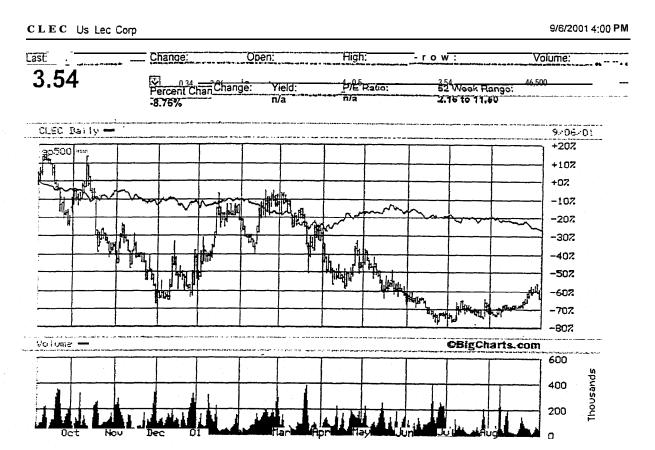




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Company Name:	us Lec Corp		
Dow Jones Industry:	Fixed Line Communications		
Exchange:	NASDAQ NM		
Shares Outstanding:	12,004,000		
Market Cap:	42.5 Million		
Short Interest:	Exchange provides no short interest data.		
52-Week EPS:	4.01		
52-Week High:	11.50 on Tuesday, September 12, 2000		
52-Week Low:	2.16 on Monday, June 25, 2001		
P/E Ratio:	n/a		
Yield:	n/a		
Average Price:	3.01 (50-day) 5.03 (200-day)		
Average Volume:	70,900 (50-day) 99,300 (200day)		

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